

# Unlock endless growth opportunities

Partner with monday.com and share in the success of one the fastest-growing SaaS companies in the world.

## Partner tiers: your path to success

Unlock new benefits on the way to exponential growth

### Silver Partner

Your growth starts here. Join the monday.com Partner Academy to become a certified partner and start selling. Access best-in-class support every step of the way.

### Gold Partner

Expand your team, deepen your product expertise and customer service, and unlock higher commissions with a dedicated channel partner manager, extended sales support, and much more.

### Platinum Partner

Welcome to the top. Establish a proven practice with outstanding customer satisfaction and form a long-lasting relationship with monday.com for sustained mutual growth.

Apply now and become a monday.com partner

Apply now →

## More success, better rewards

Get higher commissions, priority for sales opportunities, and increased support the more you progress.

	Benefit	Silver	Gold	Platinum
Commission	Leads sourced by monday.com	\$	\$\$	\$\$\$
	Leads sourced by partner	\$\$	\$\$\$	\$\$\$\$
Enablement	Partner Academy	✓	✓	✓
	Role-based training and certifications	✓	✓	✓
	Partner enrichment sessions	✓	✓	✓
	Ongoing training and support	—	✓	✓
	Access to Partner Portal	✓	✓	✓
	Partner Hub – resource center	✓	✓	✓
Sales	Free monday.com demo account	✓	✓	✓
	Deal registration	100	250	500
	First priority for monday.com leads	—	—	✓
	First priority for co-sales	—	—	✓
	Pre-sales support	✓	✓	✓
	Tender opportunities and support	—	✓	✓
Marketing	Partner directory listing	✓	✓	✓
	Partner awards	—	✓	✓
	Market development funds	\$	\$\$	\$\$\$
	Event support	—	✓	✓
	Access to co-brandable creative asset library	✓	✓	✓
	Access to ready-to-use marketing assets	✓	✓	✓
Support	Partner tier logos	✓	✓	✓
	Access to partners community	✓	✓	✓
	Dedicated channel partner manager	—	✓	✓
	Sales enablement support	—	✓	✓
	Customer success support	—	—	✓
	Priority support from CX team	—	—	✓
Partner influence	Can apply for a funded monday.com HQ visit	—	—	✓
	Business review with monday.com leadership	—	—	✓
Partner influence	Invitation to product feedback focus groups	—	—	✓
	Invitation to partner committees	—	—	✓

## Requirements

	Silver Partner	Gold Partner	Platinum Partner
ARR Annual recurring revenue	\$60k (at least \$30k from partner-sourced deals)	\$300k (at least \$150k from partner-sourced deals)	\$750k (at least \$250k from partner-sourced deals)
Certifications	2+ sales certifications 1+ CSM certifications —	3+ sales certifications 2+ CSM certifications 1+ AM certifications	5+ sales certifications 3+ CSM certifications 2+ AM certifications
CSAT Customer satisfaction score	80+	80+	80+
MAPP Monthly active paying people	—	Achieve 90% of quarterly MAPP targets	Achieve 90% of quarterly MAPP targets

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## World-class enablement

Enjoy cutting-edge training and support for free



### Personal support

From weekly calls with your dedicated CPM to pipeline management consultations, tailored business plans and ongoing support in closing deals – we’ve got your back.



### Partner Academy

Join our interactive e-learning series, become a certified partner, and collect badges to share your qualifications with your prospects.



### Partner Hub

Everything you need to succeed as a partner in one place. Receive unlimited access to resources, marketing materials, events, community, and support.



### Educational webinars

Discover new product features, competitive positioning, product roadmaps, and more.



### Sales bootcamps

Take your sales strategy to the next level with value-packed sales bootcamps for select partners.

## Trusted by 152,000+ customers worldwide

hulu BD Canva NFL Coca-Cola HubSpot NAUTICA UNIVERSAL

## Do you deliver professional services?

Get one of our professional services badges to create more business opportunities, regardless of your tier

### Solutions Partner

For partners who focus on selling monday.com but also deliver professional services, with a team that includes at least one product consultant/IC.

### Advanced Delivery Partner

For partners with mature professional services teams that include multiple product consultants/ICs and developers, and focus mainly on delivering services.

	Benefit	Solutions Partner	Advanced Delivery Partner
Ongoing assistance	Service Partner Manager	—	✓
Enablement	PS certification	✓	✓
	Product trainings	✓	✓
	Dedicated PS enablement	—	✓
	Partner resources	✓	✓
Marketing	Directory listing	✓	✓
	PS awards	—	✓
Community	PS webinars	✓	✓
	Partner community	✓	✓
PS projects	High-touch PS projects*	—	✓
	No-touch marketplace for PS projects	✓	✓

## Requirements

	Solutions Partner	Advanced Delivery Partner
Certified headcount	Product consultants advanced workflow certification: 1	Product consultants advanced workflow certification: 1 PS certification: 1 Developer certification: 1
Company size	—	30 employees
PS CSAT	80%	85%
PS expertise	—	30 projects or 2,000 hours of PS delivered within 6 months

\*PS projects will be distributed when available. The number of available projects is not controlled by the PS team and projects can never be guaranteed.

Apply now →

Participation in the Channel Partner Program is subject to execution of the Channel Partner Program Terms and Conditions (the “Channel Program”) and is subject to the terms and conditions therein. In the event of any conflict between any provision herein or elsewhere and the Channel Program terms, the terms of the Channel Program shall prevail. The Channel Program may be subject to changes as determined by monday.com.